

Customer Traders - Marine Fuels

Locations: Greece | Netherlands | Singapore | UK

We're looking for candidates who;

- Have excellent communication and relationship-building skills
- Have an understanding of marine fuels products, the market and its trends
- Show initiative and have an ability to seize opportunities
- Have attention to detail and sales experience

If this is you, contact us now! humanresources@cockett.com

Cockett Group, established in 1979, is one of the world's largest value-added resellers of marine fuels and petroleum products and services, and is currently recruiting for **Customer Traders – Marine Fuels** to be based in one of our **Greece, Netherlands, Singapore or UK offices**. Cockett Group offers quality assurance in line with ISO standards supported by comprehensive industry experience, a deep understanding of the international landscape and access to a global network of committed suppliers. The role is designed to join the day-to-day business of the Group, as well as business development and growth in marine fuels reselling.

Responsibilities include:

- Business development by adding the new customers and / or broadening activities with existing customers
- Execution of trade deals from enquiry stage through negotiation, closing the deal, deal confirmation and monitoring the deliveries
- Responsible for maintaining up-to-date information on supply prices, movement and availabilities
- Track market movements, analysis of oil trends and keep up to date on financial news
- Communicate with management regarding developments on new or existing customers/suppliers

Our established values are at the core of the Group and are present in everything we do. They influence the way we work with our business partners and with each other:-

Customer Focused



We are committed to listening and actively engaging with our customers

Excellence



We continually improve upon the knowledge, expertise and learning opportunities for our employees

Flexibility



We acknowledge and embrace change as essential and collaboration as necessary

Resourcefulness



We identify bespoke solutions to our customer's challenges and act creatively

Efficiency



We carefully and thoughtfully optimise our resources and costs

Sustainability



We seek every opportunity to develop our focus on environmental, social, and corporate governance

Required education & skills:

- Minimum 3 years previous proven experience in customer focused oil/bunker trading or maritime industry is required
- Existing portfolio and/or ability to build a portfolio
- Excellent written and verbal communication skills in English essential

In return Cockett Group offers:

- Good remuneration and benefits package
- International and challenging career